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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

OCTOBER-DECEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1986	1985	Change %	1986	1985	Change %	1986	1985	Change %
Beginning Inventory	1,461,997	1,675,980	-12.8%	348,518	361,307	-3.5%	1,810,515	2,037,287	-11.1%
(+) Production	2,023,671	2,010,577	.7%	346,065	278,883	24.1%	2,369,736	2,289,460	3.5%
(-) Ending Inventory	1,693,794	1,946,547	-13.0%	406,745	357,080	13.9%	2,100,539	2,303,627	-8.8%
(=) Total Disappearance	1,791,874	1,740,010	3.0%	287,838	283,110	1.7%	2,079,712	2,023,120	2.8%
(-) Exports	744,637	454,757	63.7%	156,203	104,810	49.0%	900,840	559,567	61.0%
(=) Disappearance-Canada & United States	1,047,237	1,285,253	-18.5%	131,635	178,300	-26.2%	1,178,872	1,463,553	-19.5%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

October-December Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986	OCT-DEC 1985	MINE SITE	OFFSITE	1986	1985	1986	OCT-DEC 1985
MURIATE								
Special Std.	88,368	55,822	13,668	17,123	30,791	43,035	102,739	49,801
Standard	640,212	596,440	429,606	137,536	567,142	723,539	567,338	352,980
Chemical	20,244	19,251	7,622	1,233	8,855	13,442	17,922	12,884
Coarse	609,984	612,989	149,738	374,911	524,649	590,273	530,983	707,595
Granular	757,610	740,183	268,593	386,423	655,016	682,791	668,253	618,641
Soluble	200,293	199,750	130,428	106,200	236,628	156,467	130,286	221,300
SULPHATES	53,025	65,025	60,474	16,984	77,458	94,080	62,191	59,919
TOTAL	2,369,736	2,289,460	1,060,129	1,040,410	2,100,539	2,303,627	2,079,712	2,023,120

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES	
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		OCTOBER-DECEMBER	
	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	1985
MURIATE										
Special Std	14	2,598	85,387	47,408	-	-	-	-	85,401	50,006
Standard	57,891	101,559	478,426	250,799	58,419	46,319	1,079	1,188	595,815	399,865
Chemical	201	-	-	-	22,377	14,747	593	588	23,171	15,335
Coarse	489,332	611,353	75,054	40,166	-	-	-	-	564,386	651,519
Granular	416,137	411,607	183,590	144,500	-	-	-	-	599,727	556,107
Soluble	68,351	86,981	33,093	31,142	29,466	46,000	21,056	27,529	151,966	191,652
SULPHATES	29,220	36,466	22,562	16,247	2,753	658	-	-	54,535	53,371
TOTAL	1,061,146	1,250,564	878,112	530,262	113,015	107,724	22,728	29,305	2,075,001	1,917,855

*Exports shown on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER - DECEMBER, 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	1,341	2,013	0	0	1,147	4,501
Australia	27	0	14,348	0	117	14,492
Bangladesh	10,504	0	0	0	0	10,504
Belgium	8,333	0	0	0	0	8,333
Brazil	25,268	62,710	134,778	0	1,003	223,759
Chile	0	0	0	0	3,594	3,594
China	170,944	0	0	0	5,430	176,374
Columbia	5,574	0	0	0	0	5,574
Costa Rica	3,527	0	0	0	485	4,012
Denmark	12,460	0	0	0	0	12,460
Dom. Republic	0	0	1,970	0	88	2,058
Ecuador	0	0	5,277	0	0	5,277
Guatemala	0	0	3,353	0	0	3,353
Honduras	0	0	415	0	73	488
India	80,509	0	0	3,443	0	83,952
Ireland	0	0	10,447	0	0	10,447
Jamaica	0	0	1,360	0	0	1,360
Japan	83,151	10,331	10,308	22,059	2,416	128,265
Korea	85,655	0	0	7,591	24	93,270
Malaysia	9,280	0	0	0	444	9,724
Mexico	1,181	0	0	0	211	1,392
New Zealand	7,304	0	0	0	0	7,304
Panama	0	0	0	0	2	2
Peru	0	0	0	0	1,394	1,394
Philippines	0	0	0	0	6,013	6,013
Puerto Rico	0	0	0	0	121	121
Sri Lanka	10,750	0	0	0	0	10,750
Switzerland	43,335	0	0	0	0	43,335
Taiwan	4,670	0	0	0	0	4,670
Venezuela	0	0	1,334	0	0	1,334
TOTAL AG:	563,813	75,054	183,590	33,093	22,562	878,112
NON-AGRICULTURAL						
Italy	0	-	-	7,637	0	7,637
Japan	252	-	-	13,347	0	13,599
Korea	214	-	-	0	0	214
Mexico	727	-	-	72	0	799
Pakistan	13	-	-	0	0	13
Puerto Rico	3	-	-	0	0	3
Sweden	348	-	-	0	0	348
United Kingdom	115	-	-	0	0	115
TOTAL NON-AG:	1,672	-	-	21,056	0	22,728
TOTAL EXPORTS:	565,485	75,054	183,590	54,149	22,562	900,840

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

October - December Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986	OCT-DEC 1985	MINE SITE	OFFSITE	1986	1985	1986	OCT-DEC 1985
MURIATE								
Special Standard	88,368	55,922	13,668	17,123	30,791	43,035	102,739	49,801
Standard	510,923	466,307	268,521	136,963	405,484	565,133	463,422	252,734
Chemical	14,480	14,392	2,797	1,233	4,030	10,188	15,104	7,545
Coarse	583,706	588,184	131,131	374,911	506,042	556,379	500,671	663,083
Granular	627,749	694,504	127,812	384,139	511,951	625,440	585,599	550,782
Soluble	198,445	191,368	129,296	106,200	235,496	146,372	124,339	216,065
TOTAL	2,023,671	2,010,577	673,225	1,020,569	1,693,794	1,946,547	1,791,874	1,740,010

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES	
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		OCTOBER-DECEMBER	
	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	OCT-DEC 1985	1986	1985
MURIATE										
Special Std	14	2,598	85,387	47,408	-	-	-	-	85,401	50,006
Standard	37,375	84,605	427,260	205,251	31,858	8,950	1	-	496,494	298,806
Chemical	-	-	-	-	20,619	9,756	593	240	21,212	9,996
Coarse	465,697	584,526	64,767	26,399	-	-	-	-	530,464	610,925
Granular	376,705	372,812	115,465	116,862	-	-	-	-	492,170	489,674
Soluble	65,442	85,714	30,180	31,142	27,116	42,105	20,984	27,455	143,722	186,416
TOTAL	945,233	1,130,255	723,059	427,062	79,593	60,811	21,578	27,695	1,769,463	1,645,823

*Exports shown on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER - DECEMBER 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Argentina	1,341	2,013	0	0	3,354
Australia	27	0	14,348	0	14,375
Bangladesh	10,504	0	0	0	10,504
Brazil	25,268	52,423	83,811	0	161,502
China	157,363	0	0	0	157,363
Columbia	4,616	0	0	0	4,616
Costa Rica	3,527	0	0	0	3,527
Denmark	12,460	0	0	0	12,460
Guatemala	0	0	3,353	0	3,353
India	80,509	0	0	3,443	83,952
Ireland	0	0	3,747	0	3,747
Jamaica	0	0	1,360	0	1,360
Japan	64,333	10,331	8,846	19,146	102,656
Korea	85,650	0	0	7,591	93,241
Malaysia	9,280	0	0	0	9,280
New Zealand	3,684	0	0	0	3,684
Sri Lanka	10,750	0	0	0	10,750
Switzerland	43,335	0	0	0	43,335
TOTAL AG:	512,647	64,767	115,465	30,180	723,059
NON-AGRICULTURAL					
Italy	0	-	-	7,637	7,637
Japan	252	-	-	13,347	13,599
Korea	214	-	-	0	214
Pakistan	13	-	-	0	13
United Kingdom	115	-	-	0	115
TOTAL NON-AG:	594	-	-	20,984	21,578
TOTAL EXPORTS:	513,241	64,767	115,465	51,164	744,637

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

October - December Quarter, 1986 & 1985

	PRODUCTION		ENDING INVENTORY, DECEMBER 31				DISAPPEARANCE	
	1986 OCT-DEC	1985	MINE SITE	OFFSITE	1986	1985	1986 OCT-DEC	1985
MURIATE								
Standard	129,289	130,133	161,085	573	161,658	158,406	103,916	100,246
Chemical	5,764	4,859	4,825	0	4,825	3,254	2,818	5,339
Coarse	26,278	24,805	18,607	0	18,607	33,894	30,312	44,512
Granular	129,861	45,679	140,781	2,284	143,065	57,351	82,654	67,859
Soluble	1,848	8,382	1,132	0	1,132	10,095	5,947	5,235
SULPHATES	53,025	65,025	60,474	16,984	77,458	94,080	62,191	59,919
TOTAL	346,065	278,883	386,904	19,841	406,745	357,080	287,838	283,110

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL SALES
	U.S. & CANADA		*EXPORTS		U.S. & CANADA		*EXPORTS		OCTOBER-DECEMBER
	1986 OCT-DEC	1985	1986 OCT-DEC	1985	1986 OCT-DEC	1985	1986 OCT-DEC	1985	1986 1985
MURIATE									
Standard	20,516	16,954	51,166	45,548	26,561	37,369	1,078	1,188	99,321 101,059
Chemical	201	-	-	-	1,758	4,991	-	348	1,959 5,339
Coarse	23,635	26,827	10,287	13,767	-	-	-	-	33,922 40,594
Granular	39,432	38,795	68,125	27,638	-	-	-	-	107,557 66,433
Soluble	2,909	1,267	2,913	-	2,350	3,895	72	74	8,244 5,236
SULPHATES	29,220	36,466	22,562	16,247	2,753	658	-	-	54,535 53,371
TOTAL	115,913	120,309	155,053	103,200	33,422	46,913	1,150	1,610	305,538 272,032

*Exports shown on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U. S. PRODUCERS - (Short Tons K2O)

OCTOBER - DECEMBER 1986

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	0	0	0	1,147	1,147
Australia	0	0	0	0	117	117
Belgium	8,333	0	0	0	0	8,333
Brazil	0	10,287	50,967	0	1,003	62,257
Chile	0	0	0	0	3,594	3,594
China	13,581	0	0	0	5,430	19,011
Columbia	958	0	0	0	0	958
Costa Rica	0	0	0	0	485	485
Dom. Republic	0	0	1,970	0	88	2,058
Ecuador	0	0	5,277	0	0	5,277
Honduras	0	0	415	0	73	488
Ireland	0	0	6,700	0	0	6,700
Japan	18,818	0	1,462	2,913	2,416	25,609
Korea	5	0	0	0	24	29
Malaysia	0	0	0	0	444	444
Mexico	1,181	0	0	0	211	1,392
New Zealand	3,620	0	0	0	0	3,620
Panama	0	0	0	0	2	2
Peru	0	0	0	0	1,394	1,394
Philippines	0	0	0	0	6,013	6,013
Puerto Rico	0	0	0	0	121	121
Taiwan	4,670	0	0	0	0	4,670
Venezuela	0	0	1,334	0	0	1,334
TOTAL AG:	51,166	10,287	68,125	2,913	22,562	155,053
NON-AGRICULTURAL						
Mexico	727	-	-	72	0	799
Puerto Rico	3	-	-	0	0	3
Sweden	348	-	-	0	0	348
TOTAL NON-AG:	1,078	-	-	72	0	1,150
TOTAL EXPORTS:	52,244	10,287	68,125	2,985	22,562	156,203